

# WOMAN'S WORLD.

A CO-OPERATIVE MARKETER.

One Woman Earns a Good Salary Buying For Many Families.

"There are fourteen families for whom I market and my salary for the work is \$2800," Miss Elizabeth Arnold admitted when approached and asked to talk about her work. "I may or may not be the only co-operative marketer, but if there are others I have never heard of them."

"I began with three families, friends, who agreed to allow me to do their marketing and profit by the per cent. which I could induce the market men to allow, after the manner of a shopping agent. That plan didn't work so well and I finally induced them to try me for six months on a salary—\$100. At the end of the time agreed upon all the parties concerned—myself included—were so well pleased with the result that I contracted for a year."

"Realizing that the larger the quantities of provisions I could buy the cheaper they would be, I set about to find other patrons. I succeeded in getting ten families on the same terms, and since that time four others have been added to my list. These last additions I would like to say, however, came to me. I did not solicit their orders, because I really did not care to take more than ten."

"My work is so systematized that I can tell you just how I manage it now, though when I first began I fancy it would have been difficult to make any one understand my many maneuvers."

"First, of course, I visit each patron, and find out just what they wish for the next day. Next morning I go to the market with my lists, examine meats, fish, vegetables, fruits or whatever I am to buy, and give my orders. Of course I see that every article is of the very best of its kind, and buying in such large quantities the dealers are willing to allow me the discounts they give small dealers. My patrons get the benefit of this discount, so, of course, their supplies come to them cheaper. Besides a reduction in price by buying at the market instead of the corner grocers, they get everything as fresh as it can be bought, and have a much greater variety to select from."

"Certainly my experience tells, and I am better able to select good provisions than the average cook or even mistress, though it is very seldom these days that either of them go to market. As a rule they content themselves with ordering through their grocer and butcher and take whatever he brings them at whatever price he charges."

"My work, as a rule, is all done in the morning before 10 o'clock. Generally my actual marketing is over at 8.30 o'clock; then I start out on my round of calls to receive orders for the next day. I make it a point, of course, to visit my fourteen households each day, and you can easily understand how busy I am between 8.30 and 10 o'clock. However, they are all quite near together, so I manage it very comfortably."

"I have nothing to do with making out the menus, although I fancy it would come into the province of my work were I not so busy. For a woman wishing to undertake my business I would advise her to market for fewer families, and as far as possible make out the menus. Every housekeeper will ask her advice, and will in the end leave the greater part of the selection to the marketer; so, if she would begin correctly, let her bargain to make the menu for each day. It will not only put more money in her pocket, but she will be credited with what she really does. Now I in reality make the menus for a large majority of my patrons, but I am benefited by that branch of my work neither financially nor otherwise." —Chicago Record.

## A Blessing to Mothers.

Velveteen is a boon and blessing to mothers. It has always been known as a serviceable, long-wearing fabric, and now that we learn (from the Weekly Scotsman) how to wash it, we should indeed pay a tribute of gratitude to the memory of the inventor of velveteen. "Velvet is all very well for those who have any amount of credit with their modiste, or who can spend many pounds on a costume; but for the average woman velveteen answers just as well and costs far less. There is, however, one difficulty about garments made of velveteen, especially those worn by children. When soiled they are very difficult to clean. It is true they can be sent to a firm of professional cleaners, but mothers of many children cannot always afford to put things out, and will be glad to know that velveteen can be washed."

"Make a lather of soap and water (as hot as for colored flannels), dip the velveteen up and down in the lather a short time, repeat the process two or three times with fresh lathers, and then rinse through warm water without soap. Hang out on the line (without wringing) to dry, and, while still damp, iron in the following way: Let some one hold one end of the material, while with the left hand you hold the other end, right side uppermost. Take a hot iron in your right hand and run it quickly along the wrong side of the velveteen. The steam sets up the pile beautifully and makes the material quite like new."

## England Loses a Remarkable Woman.

Lady Mabella Knox, who has just died at Bath, England, was a remarkable woman. She was the youngest daughter of the first Earl of Kilmorey, and widow of the Hon. Henry Knox, who was a son of Orlando, first Earl of Ranfurly. Until the last day of her life she retained vivid recollections of persons and events that have long since passed into the domain of history, and as she possessed all the

vivacity and mirth of an Irish woman of the old school, full of wit and bright repartee, her conversation was a treat which those who had the pleasure of her acquaintance will never forget.

She remembered well the rejoicings which took place in Lord Kilmorey's Park, when she was about eight years of age, to celebrate the jubilee of George the Third, and she was present at the coronation of George the Fourth. Lady Mabella Knox recollected the Russian campaign of Napoleon in 1812, the excitement caused by the burning of Moscow, and the news of the battle of Salamanca, at which her future husband carried the colors of the Scots Fusilier Guards. Among social events she had a vivid recollection of a children's party given by the Prince Regent at Carlton House for the Princess Charlotte, at which Lady Mabella was present, in her sixteenth year. In 1822 she married the Hon. Henry Knox, and her married life extended to fifty years exactly, for she became a widow in 1872.

## A Black and an Amber Gown.

An unusually soft and pretty black evening dress is of point d'esprit with apparently innumerable underskirts of tulle; coarse cream-white lace comes up in a point from the train at the back and again from the hem of the skirt in front, where it opens up to show the black tulle. The sleeves, which are of black spotted net worked in with the same lace, are perfectly tight-fitting, and clasp each shoulder like a cap; while the low bodice, which has a drapery of lace, is finished with a deep sash of rose-red silk and a jeweled clasp.

Another pretty gown for evening wear is of soft amber chiffon, veiled in string-colored net, with insertion of lace, and lightly worked in silver; while a fichu of lace, which is drawn across the bare shoulders, is caught up on the breast with a crescent-shaped ornament of steel, and three big steel buttons fasten it behind.

## Bridal Dresses.

A bride is a bride, but for all that she is coming to be bound by rules about her age and the way she shall dress. Twenty-five seems to be a sort of dividing line which separates the girlish bride from the bride who has arrived at years of discretion and white satin. If you are preparing your wedding outfit and are still on the sunny side of twenty-five, choose silk and chiffon, a mass of fluffiness, for your wedding gown. If you have passed the line you may be grand in ivory satin and brocade. Either style is attractive, but the balance of compensation seems to be on the side of the woman who isn't in her first youth. A wedding gown to be appreciated when handed down to future generations should be sumptuous, and satin takes the lead in that line.

## New Style in Bracelets.

The latest addition to the bracelet family is a huge, unwieldy article fashioned of old Roman coins. Whether all these coins are genuine is a matter for conjecture, but they look very green and yellow, which gives them a venerable appearance anyway; and it is the appearance which counts in such matters.

These coins are fitted to form a heavy chain, and this chain is just large enough to clasp about the wrist with a clasp that is massive and ancient. Though perhaps it is not always "genuine" antique.

## Novel Trimming on the New Skirt.

The new skirt of the moment is made with a single box-pleat at the back, narrow at the waist and getting gradually wider as it nears the hem. A recent importation of brown broadcloth was trimmed with a ribbon design composed of brown biseuit and flame cloth, intermingled with small buttons and a narrow black silk band. The beautiful flame-colored panne vest was outlined with this novel trimming.

## Queen Victoria's Three Rings.

There are three rings which Queen Victoria never by any chance removes from her hand, and it is superfluous to add that they are closely connected with her courtship and marriage. One is the little enamel ring set with a single diamond given to her when quite a child by Prince Albert, another is her betrothal ring, a beautiful snake of emeralds, and the third is a plain narrow band—her wedding ring.

## Novelties Seen in the Shops.

Small crochet buttons for decorating cloth gowns.

Ebonized toilet articles showing sterling-silver medallions.

New assortment of side and back combs set with rhinestones.

Silver pin and bon-bon trays in square, round and oval shapes.

Sterling-silver jewel cases, effectively engraved, lined with satin.

Golf capes made of light-colored cloths with bright plaid borders.

Brooch pins in floral forms with pearl, amethyst and olivine setting.

Dumbbell link sleeve buttons and chain charms with diamond settings.

Neatly boxed suspenders with sterling-silver mountings for gift purposes.

Beaded purses and bags of every description, with the steel varieties preferred.

Long and short boas of sable fox finished with one or two heads with tails to match.

Many tinsel-tipped feather pompons in white, black or colors for millinery or the coiffure.

Umbrellas finished with gun metal, silver, shell, rich Dresden and natural-wood handles.

Cut-glass toilet bottles covered with an open design carried out in delicately engraved silver. —Dry Goods Economist.

# LASSEING OF A GRIZZLY.

HOW THE VAQUEROS DO IT IN THE SOUTHWEST.

The Heroic Sport Indulged In by Geronimo, a Big, Good-Natured Apache, and His Fellow Rancheros—Rather Rough on the Bear—A Dramatic Windup.



ONLY one of us knew when Geronimo attached himself to the ranch, and that one was himself; neither could we understand why a big, good-natured Indian, with a

face about as savage as that of the man in the moon, should attach the suggestive name of Geronimo, but we did know that he was the best rider, the best hand with a rope, the best trailer, in fact, the best all-around vaquero on the range. He was the oldest man, in point of service, on the ranch; had been there before the new owner purchased it, and employed an entirely new outfit. No one questioned Geronimo; even the new boss, who was not a tenderfoot, accepted him along with the other fixtures, and the Indian came and went as he pleased. Always on hand at the spring and fall rodeos, or round-up, where the rush, excitement and danger were as exhilarating to him as mescal, and where he was invaluable for his knowledge of every brand in the Southwest, when it came to the monotony of riding herd he would disappear, eventually returning after several months' absence, ragged, barefoot and hungry.

We did not question him, we knew where he had been without that—he had been in the mountains or desert, throwing off the surfeit of civilization he had accumulated after a stay of one or two months on a cattle range. So, when he rode up to the outfit on his pinto pony and, with a broad grin on his face, mumbled his "Buenos dias, señors," before renewing his acquaintance with the cook, we took no more notice of him than if he had but returned from a brief errand to the ranch-house. There was one thing at which his pride balked, and that was the contraction of his name to "Rony" by the American vaqueros, but constant repetition finally accustomed him to even that.

It was a day or two after his return from one of his semi-regular vacations that he took his rifle and followed the trail of a mule deer into a broad canon filled with live-oaks. He had not been gone over a half hour when he came bounding back light and swift as a shadow, as though his namesake was after him. "A bear, a bear," he said in his guttural Spanish, as he ran up, "an grande oso," and began coiling in his hand the hair rope with which his cow pony was picketed. Three of the Mexican vaqueros leaped to their feet, and, running to their horses, also took up their lariats and mounted. I knew what was coming; they were going to lasso him; they had often told me how it was done, and now I should have an opportunity of witnessing the sport. "But would the señor, if he please, not assist, only sit in his saddle and watch?" I agreed, and we galloped into the canon.

It was not over a mile to where the bear, a big cinnamon, weighing at least 1200 pounds, was quietly rooting around under the trees and munching acorns. The soft, dry sand in the bed of the canon had given no warning of our approach, and we were within 100 yards of him before he threw up his big, shaggy head. Then he lumbered up the canon and had reached an open spot among the trees when, yelling at the tops of our voices, we spurred our horses in a wide circle around him; he stopped, and, rearing on his haunches, waited on the defensive. The vaqueros faced him and rovelled their trembling ponies within forty feet of the big, ugly-looking brute.

Once, twice, three times Rony's rope circled around his head, and then he launched it whistling through the air, and the loop, seating over one big, hairy forepaw, was drawn taut. The bear dropped on all fours and made a leap in the direction of Rony, whose pony wheeled as if on a pivot and bounded away, taking up the slack. One of the Mexicans threw his rope and caught the bear by one of his hind feet, checking him; up went his bearship again on his haunches, and a third noose settled on the other forepaw. Down he went again on his four feet and lunged at the horse and rider nearest him; then the fun began in earnest, and certainly, was exciting. Growling, snapping, snarling, lunging, and rolling over and over, the bear worked himself into a perfect frenzy of impotent rage. Sitting upright on his haunches, he would tug desperately at a lariat, and then followed a veritable tug-of-war between the bear and the pony, the other vaqueros slackening their ropes. The pony, badly frightened, would strain fearfully, but as he saw and felt himself dragged nearer and nearer his more powerful opponent the physical and possibly mental strain became too much for him, for with a fearful, half-human neigh of terror, he would relax his efforts, and, just as the danger point was drawing nervously near, the others would tug the bear over in the direction he was already bound.

During one of these tugs a rope broke and over and over went horse and rider under the sudden snapping of the tension. With a snarl of vengeance the bear made a lunge at his prostrate foes, but was checked by the others within a length of his revenge. To those not familiar with the use of a lariat it may be well to state that as the rope is fastened to the saddle-horn the horse "backs" and pulls, facing the weight, except in the case of a dead pull, when the rider throws his leg over the rope and

permits the horse to pull naturally; this of course could not be done in the present instance, as it would have interfered, not only with the rope, but the rider.

The fourth vaquero then threw his rope about the forepaw, from which already dangled a broken lariat, and another tug began. The bear again settled back on his haunches, the pony facing him pulled in the opposite direction for his very life, and they tugged like Trojans, when "snap" went the cinch, skinning saddle and rider over the head of the pony, while that animal turned an almost complete back somersault. Forward lunged the bear, and then came the narrow squeak of all, for the vicious blow of his powerful forepaw broke the tree of the saddle as the rider, scrambling to his feet, leaped to one side, and continued leaping until he reached a place of safety, which took him some little time, for that infernal Apache and the greaser allowed the bear rope enough to make him a close second in the race, which ended with the winner up a live-oak tree. There were but two ropes on the bear now, and with the ponies weakening under the strain and fright it was thought best to end the contest, which was gradually getting too unequal, so the vaquero who was stripped off his pony went to the broken saddle and, securing his rifle from its leathern sheath, ended the fun with a forty-four.—St. Louis Globe-Democrat.

## How Soldiers Fare in the Philippines.

"One is reluctant to destroy an impression, even a false one, when that impression brings to us a lot of sympathy," writes an officer of the army in the Philippines. "It is very nice to get letters from home saying: 'You poor soldiers! We often think of you sleeping in houses infested by all kinds of poisonous reptiles and having nothing to eat, nothing to drink and nothing but hard work in a country infested by a dangerous foe, where earthquakes are of hourly occurrence and where typhoons blow down all the houses which the earthquakes leave standing.' We gain a morbid pleasure, perhaps, in hearing you talk that way, and perhaps we also dream of the reception we will get when we return home after so much suffering and hardship."

"You don't know! We live well, the climate is not bad, and even at the front it is not half as black as it is painted. We have very few earthquakes (only one since I came here), and they are slight. As for pests, I have never seen a country so free from them. Mosquitoes alone are trouble some."

"If you hunt for centipedes in a banana grove, you may find one or two, and if you hunt in the mountains you may find a snake, but all this rot about finding snakes in bed and centipedes in your shoes in Manila is the fabrication of a disordered imagination."—Baltimore Sun.

## Government Will Protect Seedsmen.

The United States Government is taking an important step toward the protection of farmers and seedsmen generally against dishonest or careless persons, who impose on their customers by selling bad seeds. A seed testing house is to be added to the equipment of the agricultural department, in which germination tests will be made. These tests have been made on a limited scale for years, but now the work has so grown in importance that a special building has become necessary. This will undoubtedly check a great deal of sharp practice in the seed trade. Many dealers mix seeds of very inferior grade or of an entirely different variety, and sell the mixture as the best quality of seeds. The wholesale way in which farmers have thus been cheated may be gathered from some of the tests made by the Government. A lot of foxtail seed from Germany was only 27.5 per cent. pure. It cost thirty-five cents a pound, and was adulterated with seed worth only ten cents. Of many seeds purchased in the open market, a sample of orchard grass was found to be fifty-three per cent. bad; a batch of red-top clover, seventy-three per cent.; a lot of crimson clover, ninety-eight per cent. bad, and some Hungarian brome grass that failed to germinate at all.—Chicago Record.

## The Boer as a Crack Shot.

While it is a gross mistake to suppose that the average Boer is a crack shot, it is nevertheless true that there were among them, when they had for the most part to depend on their skill as hunters for a living, some first-rate marksmen, of whom, it seems, there are some still remaining. At the Dundee Hill battle a Boer took up his position behind stones. A Dublin Fusilier, wishing to test the Dutchman's shooting powers, put his helmet on the wall behind which he was lying, and it was no sooner up than it fell with a bullet through it, fired by the Boer. Five times more the helmet was put up, and as often it toppled over with a fresh hole in it. At last a shell dropped where the marksman was and his shooting ceased.—Correspondence New York Times.

## A Curious Australian Industry.

Tarantulas are being raised in Australia for the sake of their webs, the filaments of which are made into thread for balloons. They are lighter than silk and, when woven, lighter than canvas. Each tarantula yields from twenty to forty yards of filament, of which eight twisted together form a single thread.

## The Use of Automobile Wagons.

The number of automobile delivery wagons which are seen every day in New York City is constantly on the increase. Drygoods firms are among the considerable users of these vehicles.

If you think of taking a course for the Census or for Civil Service we can be of assistance to you.

We do not pretend to give you the questions you will be asked, but we know the scope of the examinations and we instruct you along the proper lines and no time is wasted on subjects that do not pertain to the examination. Only a small percentage of those who enter the examinations succeed in passing with an average sufficiently high to place them on the eligible list. In the Civil Service it is not sufficient for one to simply pass the examination, but it is necessary for him to pass with an average that will place his name sufficiently high on the list of eligibles for his name to be reached when a clerk is called for from his State. Our charges for preparation are ten dollars, and for this sum we will prepare you until you pass the examination. If for any reason you should fail the first time, it will cost you nothing to take the examination again. Not one of our pupils so far has failed to pass the Census office examination, and by reading the following testimonials you will see that many of them have already been successful. Your attention is called to the strong endorsement of Hon. Herman W. Snow, ex-Congressman from 9th district, Illinois. He sent his son to our school and delivered the annual address at our commencement exercises, and he knew all about our work and our success in securing employment for our pupils. The following is his testimonial: "For thorough course and genial and efficient teachers this school has no equal. In the way of securing positions it is not surpassed by any in Washington." Our school is highly indorsed by Messrs. Weller & Repetti, the largest real estate firm on Capitol Hill; also K. Allan Lovell, Esq., Attorney at Law, Huntingdon, Pa. He says among other things, "My daughter has made steady progress in her studies and I highly commend the college to others." Our school is highly endorsed by Mr. B. H. Warner, of this city, who delivered our annual address at the commencement exercises of the college some years ago. The school is highly endorsed by Mr. John E. Herrell, president National Capital Bank of this city. We have been a depositor with his bank for at least ten years and he knows our financial standing better than any other person. Should you wish to know our standing in the community and our ability to meet all obligations you can obtain that information by addressing Mr. J. E. Herrell. This school is highly commended by Mr. W. D. Campbell, one of the largest lumber dealers in the city. He has sent three young men, in whom he was interested to our school, paying all their expenses, and afterwards wrote us a very fine letter, commending our methods and the efficiency of our teachers. Mr. Conkling, who holds a very responsible position in the Navy Department, sent two sons to our school and has the following to say: "I have visited Wood's Commercial College a number of times and noted the discipline, methods of instruction and work, and I desire to say that the discipline is excellent, the methods of instruction are superior and the work thorough and practical, and of the greatest importance to the business of the country. Surely this institution well deserves the patronage it is receiving." Dr. W. P. C. Hazen, director of National Capital Bank, and one of the most prominent physicians in this city, has written us a letter highly endorsing our school. The school is also highly endorsed by Hon. T. Stobo Farrow, ex-auditor for the War Department, who sent three children to our school, also by Mr. E. W. Dunn, one of the largest and best known coal merchants in Washington, who patronized our school by sending three of his children to us. The college is also recommended by Hon. J. W. Douglas, ex-Commissioner of the District of Columbia.

Here are a few endorsements received recently: "Gentlemen:—I want to thank you for getting me a position in the office of the Supervisor of the Baltimore and Ohio Railroad. There are cheaper schools than Wood's Commercial College, but they do not place their graduates in good positions. Your strong point is in looking after your pupils after they become proficient. You do not drop them as soon as they leave the school room. I wish to thank your excellent teachers in the departments of shorthand and typewriting. They are unequalled as instructors. Yours truly, WALTER A. ENGLISH. June 29, 1899.

To whom it may concern: From experience I wish to say that any person who desires a thorough knowledge of bookkeeping will do well to attend Wood's Commercial College.

The principal is an instructor of many years experience and teaches thoroughly whatever he undertakes. Very respectfully, JAMES BARRETT, White House.

Prof. C. F. Wood, 311 E. Capitol Street: Dear Sir: It gives me great pleasure to tell you that I received my appointment and reported for duty this morning. I passed the examination easily. Respectfully, SALLIE V. KENNER.

For further information call at 311 East Capitol Street, or address the Principal, Court W. Wood.

# WOOD'S Commercial College

—AND—

## CIVIL SERVICE SCHOOL,

No. 311 EAST CAPITOL STREET.

Open all the Year.

## To Young People:

Your future is before you. You wish to make the best use of it. In order to do this you must have special training and preparation. The educated have a vast advantage over the ignorant. Without education you must do the hardest work and receive the poorest pay. A generation ago a man could get along with little education, now that is impossible. Under modern systems of business he must be skilled and trained. He must know the laws of business; how to do business, and how to keep systematic records of business transactions.

## Business Men Will Tell You

that they find the greatest difficulty in securing competent help to fill responsible positions which command the best salaries. There are plenty of CHEAP MEN. Plenty of men worth \$1.00 a day, but few can earn \$5.00 a day.

# Wood's Commercial College

is conducted for the purpose of preparing young persons for business life. The Principal, Mr. C. F. Wood has been the head of the school continuously during the past thirteen years.

## A Thorough School.

Experienced and skillful teachers are in charge of every department. The discipline is strict. The systems and methods are radically different from other schools.

## "If I Were Sure

of a situation, I would take the course." We answer, "To doubt is to fail." You will never succeed without this or some equivalent course of training. GET READY and BE READY when the opportunity offers. Situations and opportunities do not wait.

## When the Call Comes

if you are not ready, another takes the place, and you are pushed aside. The world has no sympathy with irresolute, timid doubters. What it wants is MEN OF AMBITION, COURAGE, DETERMINATION; men with educated brains, pure hearts and willing hands, ready to EARN and DESERVE success.

## Young Ladies

of sense and refinement who learn shorthand and typewriting thoroughly, can always turn their services into dollars. The Employment Bureau of this College places many young people in good paying situations every year FREE OF CHARGE.

## There are Cheaper Schools

than Wood's Commercial College, that is, cheaper in rates of tuition, but our school is cheaper in the end. The superior advantages here far outweigh the difference of a few dollars in cost, and in matters of education, emphatically, THE BEST is the CHEAPEST.

## Students Received

at any time and the term of each dates from the day of enrollment. School is in session throughout the year.

## COURSE OF STUDY.

Bookkeeping, Business Forms, Arithmetic, Office Drills, Penmanship, Shorthand, Typewriting, Spelling, Practical Grammar, Commercial Law, Business Practice, Rapid Calculations, Business Letter-Writing.

Evening School: Sessions held on Monday, Wednesday and Friday evenings, from 9 o'clock.